

Lesson 2 Price

第二单元：价格



Vocabulary 词汇

Wholesale [ˈhəʊlseɪl] adj. 批发的 adv. 以批发方式 vt. 批发

Retail [ˈri:teɪl] adj. 零售的 adv. 以零售方式 vt. 零售;

Quality [ˈkwɒləti] n. 质量

Quantity [ˈkwɒntəti] n. 数量;

Minimum [ˈmɪnɪməm] n. 最小值; 最小量 adj. 最小的; 最低的

Expensive [ɪkˈspensɪv] adj. 昂贵的;

Something [ˈsʌmθɪŋ] pron. 某事; 某物

Reasonable [ˈri:zənəbəl] adj. 合理的, 公道的

Large [lɑ:dʒ] adj. 大的;

Low [ləʊ] adj. 低的

Order [ˈɔ:də] n. [贸易] 定单命令; 顺序; vt. 订购

Discount [ˈdɪskaʊnt] n. 折扣

Bargain [ˈbɑ:ɡɪn] vt. 讨价还价

Reduce [rɪˈdju:s] vt. 减少; 降低

Lowest [ˈləʊɪst] adj. 最低的; 最小的

Base [beɪs] n. 基础; 底部

Profit [ˈprɒfɪt] n. 利润; 利益

Limit [ˈlɪmɪt] n. 限制; 限度; vt. 限制; 限定

Raw [rɔ:] adj. 生的; 未加工的

Salary [ˈsæləri] n. 薪水, 工资

Employee [ˌemplɔɪˈi:] n. 雇员; 员工

Turn [tɜ:n] vt. 转动, 变得

Consider [kənˈsɪdə] vt. 考虑; 认为

Relationship [rɪˈleɪʃənʃɪp] n. 关系; 关联

Future [ˈfju:tʃə] n. 未来, adj. 将来的, 未来的

Case [keɪs] n. 情况; 实例; 箱



Useful expressions 常用短语

How many.....有多少.....
Do you have.....有没有.....
How much will it be if.....	如果.....将会是多少钱.....
Too.....to.....太.....不能.....
.....be based on.....以.....为基础.....
In this case	既然如此

Key sentences 关键句

- How much is it?
- What's the price of it?
- Wholesale or retail?
- How many pieces would you like to order?
- High quality, high price.
- Large quantity, low price.
- Is there a minimum order quantity?
- Do you have a minimum order quantity?
- Yes, there is. Our minimum order quantity is 10,000 pieces.
- Yes, we do. Our minimum order quantity is 10,000 pieces.
- How much will it be if I order 10,000 pieces?
- It will be 5 yuan.
- It's about 5 yuan.
- It's 5 something.
- That's too expensive.
- The price is high.
- Your price is not reasonable.
- Cheaper, please!
- Any discount?
- Too cheap to be good.
- No bargaining.
- No discount
- I'm sorry. We can't reduce the price.
- This is our best/ lowest/ cost/ last price.
- Your order is too small to reduce the price.
- Our price is based on the reasonable profit.



- We have reduced our price to the limit.
- We can't cover the cost at your price.
- The raw material price is turning high now.
- The salary of the employees is turning high now.
- The cost of our products is turning high now.
- We will reduce the price if your order is large.
- Considering our good relationship and future business, we can give you 3% discount.

Conversations 对话

Dialogue 1

Buyer: How much is it?

Seller: Wholesale or retail?

Buyer: Wholesale, please.

Seller: How many pieces would you like to order?

Buyer: Do you have a minimum order quantity?

Seller: Yes, we do. Our minimum order quantity is 10,000 pieces.

Buyer: How much will it be if I order 10,000 pieces?

Seller: It's 5 something.

Buyer: That's too expensive. Cheaper, please!

Seller: I'm sorry. You may know that the raw material price is turning high now. The salary of the employees is turning high now and the cost of our products is turning high now. So we can't reduce the price.



Dialogue 2

Buyer: What's the price of it?

Seller: Large quantity, low price. How many pieces would you like to order?

Buyer: Is there a minimum order quantity?

Seller: Yes, there is. Our minimum order quantity is 10,000 pieces.

Buyer: How much will it be if I order 10,000 pieces?

Seller: It's about 5 yuan.

Buyer: Your price is not reasonable. Any discount?

Seller: No discount. Your order is too small to reduce the price and our price is based on the reasonable profit.

Buyer: Considering our good relationship and future business, can you give me a little discount?

Seller: In this case, we can give you 2% discount if your order is large.